

**Partnership Workshop 2010**  
**U.S. Army Corps of Engineers and USACE Partners**  
**Association of Partners for Public Lands**  
**February 11 & 12, 2009**  
**San Diego, California**

**Workshop description:**

The Corps' Natural Resource Management Program is facing some significant opportunities and challenges in the coming years with such things as the American Recovery and Reinvestment of Act 2009. Many of these opportunities and challenges are suitable & prime candidates for partnerships. Now more than ever, innovation, collaboration, and community outreach will play critical roles as we encourage and cultivate partnerships to enhance our program now and into the future. We invite you to learn about the latest efforts by your peers to leverage partnership dollars and resources. Innovative partnering efforts include the use of regional foundations, novel approaches to handshake seed funds, optimal use of the Contributions, Fundraising, and Recognition Reference Guide (CFRG), and other initiatives that you can put to use at your own projects. This training is intended to benefit projects with existing partnerships as well as those starting new ones.

**External presenters: for contact information see the Presenter Page**

**Darrell Lewis, Corps of Engineers Natural Resources Education Foundation Board Member**  
**Amy Matthews, APPL**  
**Kimberlee Riley, COO & Director of Programs, Jefferson National Parks Association**  
**Joey Ruehrwein, Partnership Development, Student Conservation Association**  
**Claudia Schechter, Consultant, Association of Partners for Public Lands**

**USACE Presenters: for contact information see the Presenter Page**

**Cori Brown, NRM Specialist, Partnership Advisory Committee member, Baltimore District**  
**Douglas L. Cox, Regional Partnership Program Manager, Fort Worth District**  
**William R. Duey, Operations Manager, Rathbun Lake, Iowa**  
**Chris Gallagher, Park Manager, Bay Model Visitor Center, Partnership Advisory Committee Chairperson, San Francisco District**  
**Michael Hosey, Conservation Biologist for the Wilmington District, Operation Support Section, Partnership Advisory Committee member**  
**Joel Miller, Park Ranger, Lake Sonoma - San Francisco District**  
**Nancy Rogers, Natural Resource Mgmt. Ranger/Interpretive Specialist US Army Corps of Engineers, San Francisco District c/o Warm Springs Dam**  
**Ernie Shepherd, Park Ranger, Philpott Lake - Wilmington District**  
**Bob Stansell, Bonneville Dam**  
**Richard D. Stokes, Resource Manager, Lake Ouachita, Arkansas**

**Day 1: Thursday, February 11**

**Welcome and Opening Remarks: USACE in Extraordinary Times**

**8:00 – 8:05 am** *Welcome by Chris Gallagher and the Partnership Advisory Committee Members*

**Introductions, participant issues and expectations**

**8:05 – 8:20 am** *Chris Gallagher and Claudia Schechter*

*Goal: Participants will introduce themselves and state their expectations for the workshop.*

### **Counting Our Efforts: Entering Partnership Information in OMBIL**

**8:20 – 9:00 am** *Cori Brown*

*Goal: Participants will become familiar with the new partnership OMBIL pages. Participants will learn why changes were made to the screens, the advantages of the new formats, and how management can use the information to enhance existing and develop new partnerships.*

### **Harnessing Partnerships to Enhance Limited Resources in Our Changing Environment - a Continuing Dialogue**

**9:00 am – 12:15 PM**

*Goal: Participants will continue a dialogue with presenters to focus on how partnerships with public lands partners help increase resources and achieve site goals.*

- Establishing and Marketing Your Partnerships: *Kimberlee Riley, COO & Director of Programs, Jefferson National Parks Association, 9:00 to 10:15*  
What can partners like the Association bring to your site? How do you find existing public land partners such as the Association (which has USACE partners)? How do you create innovative marketing with partners to improve your visibility in the community, and attract visitors and additional support?
- Using Volunteers Effectively through SCA Partnerships: *Joey Ruehrwein, Student Conservation Association & Bob Stansell, Bonneville Dam 10:30 to 11:15*  
How can you engage SCA and volunteers for lasting change on the land? What are the practical requirements and how have USACE sites met the costs effectively?
- Learning best practices from USACE partnerships: *Richard Stokes, Lake Ouachita, and Bill Duey, Rathbun Lake, 11:30 to 12:15*  
Two seasoned partnership managers present best practices and lessons learned from their partnership activities.

**Break: 10:15 – 10:30 am**

### **Lunch**

**12:15 – 1:15 pm**

Lunch is provided as part of the workshop and offers an excellent opportunity to network with participants and presenters.

### **Partnerships and Funding: How to Engage Partners for Fundraising and Develop Successful Grants with Your Partners**

The afternoon has two sessions, one examining how to work with a wide variety of fundraising partners and the second examining how to work with partners to apply for grants. One session for each topic is geared to novices and the other in each topic to old hands.

**1:15 – 2:30 pm** Two break outs

- Developing Funding Partnerships (Novice): *Doug Cox, Ft. Worth District, Land and Waters Foundation*  
Back this year by acclaim for his 2009 presentation, Doug Cox presents fundraising partnerships for novices in this first afternoon session. How can we engage stakeholders around us as partners in funding substantial projects? How can we use USACE authorities constructively with partners?
- Developing Funding Partnerships: Developing Successful Grants with Your Partners (Advanced): *Claudia Schechter, APPL Consultant, and Nancy Rogers, Natural Resource Mgmt. Ranger/Interpretive Specialist US Army Corps of Engineers, San Francisco District c/o Warm Springs Dam*

USACE workshop attendees have asked in evaluations for grant writing information. This presentation covers potential sources and resources with an emphasis on how partners can extend your funding capacity and attractiveness to a variety of funders, and where to find those grantors.

## **2:30-2:45 Break**

### **2:45-4:15 Partnership Break-Out Discussions with our Presenters**

- Developing Funding Partnerships (Advanced): *Doug Cox, Ft. Worth District, Land and Waters Foundation*  
Back this year by acclaim for his 2009 presentation, Doug Cox presents advice and examples for attendees who want to build their fundraising partnerships. How can we engage potential funders as partners in significant projects and growth? How can we use USACE authorities constructively with partners?
- Developing Funding Partnerships: Developing Successful Grants with Your Partners (Novice): *Claudia Schechter, APPL Consultant, and Nancy Rogers (invited), Natural Resource Mgmt. Ranger/Interpretive Specialist US Army Corps of Engineers, San Francisco District c/o Warm Springs Dam*  
USACE workshop attendees have asked in evaluations for grant seeking information. This presentation covers the basics with an emphasis on how partners can extend your funding capacity and attractiveness to grantors.

## **Day 2: Friday, March 6**

### **Partnership Update: Brief Report from Your Partnership Team**

**8:00 – 8:30 am** *USACE Partnership Advisory Committee Members*  
Update on 2008 actions to enable better partnerships for sites

### **USACE Foundation's Partnerships – Where we are today and where we are going**

**8:30 – 9:15 am** *Darrell Lewis, Corps of Engineers Natural Resources Education Foundation Board Members*  
Presentation on the partnership program of the Foundation to enhance USACE NRM resources at selected USACE sites.

### **Handshake Partnerships: A Model for Success**

**9:15 – 11:45 am** *Panel of Handshake Partnership Funding Recipients Introduced by Mike Hosey*  
Participants will learn about the Handshake Program from previous funding recipients. The presentations will demonstrate how partnerships can build community relations and partnering capacity as well as enhance Corps sites and bring new resources. Participants should explore 1-2 possible projects for their sites through the give and take.  
Format: Panel Presentation with Q&A.

- Nancy Rogers, Natural Resource/Recreation Ranger & Interpretive Specialist San Francisco District
- Joel Miller, Park Ranger, Lake Sonoma - San Francisco District
- Ernie Shepherd, Park Ranger, Philpott Lake - Wilmington District

**Break: 10:00 – 10:15 am**

### **PARTNERSHIPS: Wrap Up and Evaluation**

**11:45 am – Noon** *Partnership Advisory Committee Members*